



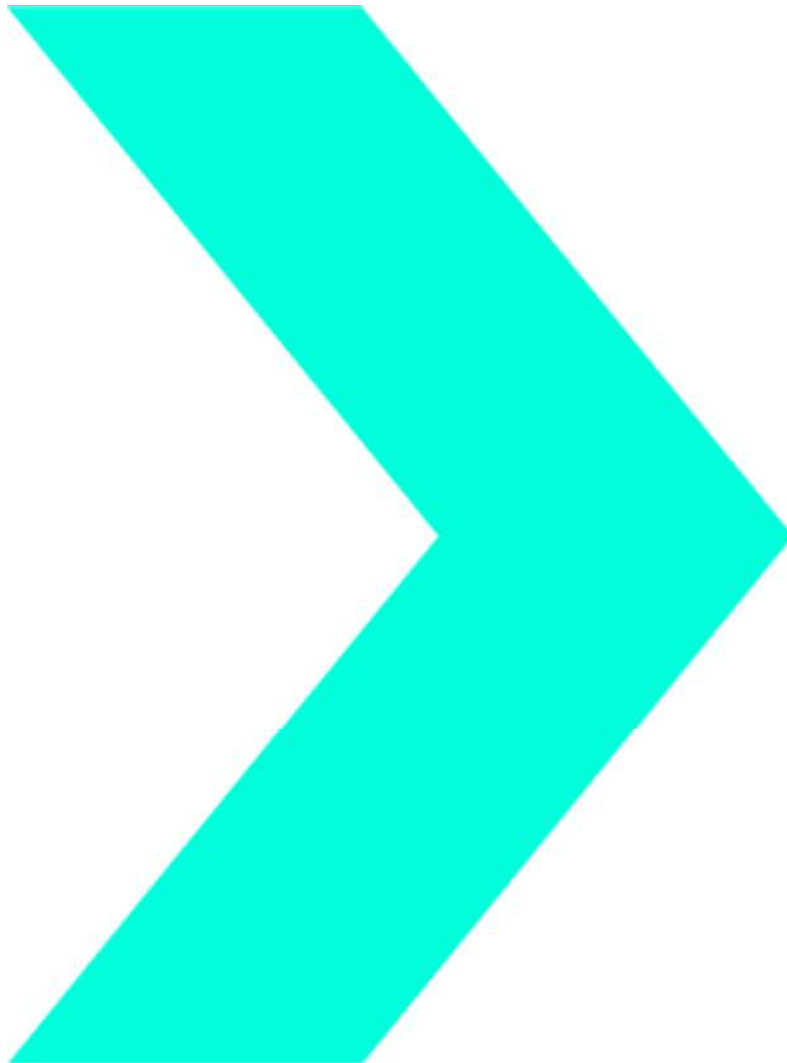
OGS

Sgonico, ITALY

Exail commercial offer

QU_2506_73434

Dated June 4, 2025



1. Reference of the inquiry

1.1 Your contact at Exail

Martino Taffetani

Sales and Business Development Manager for Italy
+39 348 623 5951

Exail SAS

34, rue de la Croix de Fer
78100 Saint-Germain en Laye
France



1.2 Customer point of contact

OGS

Andrea COVA

Gruppo gestione nave

Email: acova@ogs.trieste.it

Business Phone: + 39 040 214 0223

1.3 Project goals and history

Exail is pleased to submit to OGS the following commercial quotation for the repair activities of the OCTANS IV S/N CT1764 AHRS, currently installed on board the research vessel "Laura Bassi".

The activities will be conducted under RMA number: MIN-6196.

Please note that the costs detailed in the following page represent the minimum applicable fee.

After inspection and diagnosis, a detailed quotation will be given with the costs for the actual repair and re-calibration of the unit.

2. Commercial offer

2.1 Summary

Please refer to related technical documentation or to your contact at Exail for further details.

	Part Nr	Product	Unit price	Qty	Amount
1.	\$Se_0013	Handling and management	426,00 €	1	426,00 €
2.	\$Se_0013	Trouble-shooting and diagnosis	852,00 €	1	852,00 €
3.	\$Se_0013	Pick-up and delivery DAP Trieste service	1.500,00 €	1	1.500,00 €

TOTAL 2.778,00 €

2.2 Conditions

- **Terms and conditions:** The Exail general terms and conditions of sale, see **chapter 4**, are fully applicable to the present quote and to the related order. They are completed by the following particular terms and conditions which will prevail, as the case may be.
- **Export:** Based on above status, see **chapter 3** for more information.
- **Delivery schedule:** TBD according to the repair activity needed
Whenever an export, import or transfer license or authorization is required, Exail shall not deliver the concerned goods or services before receiving the said license or authorization. Therefore, the delivery terms stipulated in this quote are conditional to the receipt of any export, import or transfer license or authorization required.
- **Prices:** net in Euros , exclusive of VAT, freight, insurance, import taxes, custom fee or other duties. The Incoterm applicable is EXW St Germain – France, according to INCOTERMS ICC 2010.
- **Invoice plan:** 100% upon delivery. Payment terms for all invoices are 30 days net upon presentation of Commercial Invoice.
- **Offer validity:** This offer is valid until 30/06/2025.

Not included in the present quote:

- Warranty duration extension,
- Bank guarantees (bid bond, advance payment bond) performance and/or warranty bond).

In case of request for warranty duration extension and/or bank guarantee(s), the present quote shall be updated accordingly.

2.3 Purchase Order Instructions

Please ensure:

1. Your purchase order is addressed to the following entity:

Exail SAS

34 rue de la Croix de Fer

78100 Saint-Germain en Laye

France

By email to: **martino.taffetani@exail.com**

2. Your order references this Exail commercial offer Nr: **QU_2506_73434** .
3. Add all relevant **Exail Part Nrs.** for the ordered items.